INFORMATION LETTER

Not for Publication — NATIONAL CANNERS ASSOCIATION — For Members Only

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President McGovern Recovering

N.C.A. President John F. McGovern is said by doctors to be definitely on the road to recovery, it was reported this week by his associates. Mr. McGovern has been confined to a Minneapolis hospital since November 2.

However, it is doubtful that he will be able to fulfill any state meeting speaking engagements this fall.

N.C.A. Joins in Brief Urging Increased Sugar Quota in '50

The National Canners Association on November 30 joined with 13 other trade associations representing industrial users of sugar in presenting a statement to the Department of Agriculture urging the establishment of a sugar consumption quota for 1950 of not less than 8,098,000 tons. Consumption this year is expected to exceed both the original 1949 consumption estimate of 7,250,000 tons and the amended estimate of 7,500,000 tons.

The N.C.A. action was in line with similar appearances made in December, 1947, and in November of last year, pursuant to Section 201 of the Sugar Act, which provides that the Secretary of Agriculture shall determine for each calendar year the amount of sugar needed to meet requirements in the continental United States.

The brief asserts that distribution of sugar in 1948 ran ahead of the estimate by nearly 100,000 tons and that

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Secretary Charles Sawyer To Address Opening Session

The Honorable Charles Sawyer, Secretary of Commerce, will be the principal speaker at the Opening General Session of the 1950 Annual Convention of the National Canners Association at Atlantic City, Saturday morning, January 28.

Secretary Sawyer's acceptance of an invitation to address the Canners Convention coincides with the publication of his article, "The Place of the Trade Association in the National Economy," in the November issue of *National Food Distributors' Journal*, in which he parallels the growth of industry with the expansion of the trade asso-

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Social Security Tax Rates To Rise on Jan. 1, 1950

The present Social Security Act provides that new old-age benefit tax rates will become effective on January 1, 1950. Beginning on that date, employers will be required to (1) make deductions at the rate of 1½ percent for the first $3,000 in wages paid to each employee, and (2) contribute an equal amount themselves. The increased tax rates will apply only to wage payments to which the employees were not entitled during the year 1949.

Canners Must Deal Honestly With Employees, Says Taylor

A sound, honest personnel policy and program was urged this week by N.C.A. Vice President Henry P. Taylor as a means not only of promoting business success but also of silencing those who would destroy our nation's free enterprise system.

In a principal address December 1 at the annual convention of the Indiana Canners Association, Mr. Taylor urged canners—as an important segment of the nation's employers—to set up at once programs that will make their employees feel like members of the "production team."

"Labor legislation may set up rules to regulate the struggle between employer and employee," he declared. "However, loyalty and cooperation of workers cannot be won through legislation alone. It must be earned by management's conduct and performance."

Pointing to the "strained human relations" that arose out of the complexity of the country's industrial development, Mr. Taylor asserted that each canner has a responsibility to do something positive and constructive. "He has the responsibility, not only as a businessman operating in a free country in a free economy who thereby

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Program for Canning Problems Conference Nearing Completion

Principal features of the Canning Problems Conference scheduled for Saturday afternoon, January 28, of the 1950 Convention have been decided upon. They include talks and discussions on three topics of current interest to technical and production personnel, and a film which should be of even more general interest.

The subject of industrial safety as it applies to operations in canning will be presented by E. G. Hutzley, safety engineer of the Campbell Soup Co., who is also chairman of the Food Section of the National Safety Council. Mr. Hutzley plans to cover the important features of accident and fire prevention, particularly as they might be applied in small organizations having no formal safety department.

Another subject, one which has been introduced at an earlier meeting but which needs to be brought down to date, is that of possible application of electrical methods in food sterilization. This topic will be presented by M. P. Vore, section engineer of the

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1949 Pack of Canned Peaches

The 1949 pack of 20,441,188 actual cases of canned peaches is 2,397,522 cases greater than the 18,043,666 cases packed in 1948, the Association's Division of Statistics reports. The 1948 and 1949 packs of peaches are tabulated by states on page 348.

CONVENTION

Bob Crosby at Convention

Bob Crosby, screen, radio and stage star, has been made master of ceremonies for the evening of all-star entertainment that will be presented by the National Food Brokers Association at its annual banquet in the Grand Ballroom of the Atlantic City Auditorium, Tuesday evening, January 24. The Columbia Broadcasting System is cooperating with N.F.B.A. in arranging this banquet entertainment by several prominent stars. The announcement that Mr. Crosby would "emcee" the show was made this week by Watson Rogers, N.F.B.A. president.

Canning Problems Conference

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Westinghouse Electric and Manufacturing Company's Electronics and X-Ray Division. Mr. Vore has a great deal of interesting material to draw upon and his talk promises to aid in visualizing the possibilities and limitations of various electrical methods which have attracted attention.

In view of the Food and Drug hearing on tolerances for pesticide residues on fresh fruits and vegetables, which will then have been under way for about two weeks, special importance will attach to the presentation by H. Thomas Austern, Association Counsel, of an analysis of the legal aspects of this problem. This will be a joint feature of the Canning Problems Conference and the Raw Products Conference held the same afternoon. Following this and each of the other talks there will be full opportunity for questions and discussion.

Arrangements have been made for presentation of the sound film, "Fraud Fighters," produced by RKO-Radio Pictures as one of its *This Is America* series of short subjects. This film, depicting the activities of the Food and Drug Administration in enforcement of the Food, Drug and Cosmetic Act, presents aspects of that agency's work which may be unfamiliar to many and has been hailed as an expertly constructed documentary film.

SCHEDULE OF PRINCIPAL EVENTS OF THE 1950 CONVENTION

(Details Announced to Date: Subject to Revision)

National Food Sales Conference

January 24-27

(Jointly sponsored by N.C.A. and N.F.B.A.)

Sunday, January 22

All day—Registration of National Food Brokers Association

Monday, January 23

9:30 a.m. and 2 p.m.—Business meetings of N.F.B.A.

Tuesday, January 24

All day—Sales meetings—brokers, buyers, and sellers
7 p.m.—Annual N.F.B.A. Banquet

Wednesday, January 25

All day—Sales meetings—brokers, buyers, and sellers

Thursday, January 26

All day—Sales meetings—brokers, buyers, and sellers
10 a.m.—General session of National Preservers Association
12:30 p.m.—Luncheon meeting of N.C.A. Administrative Council
12:30 p.m.—Luncheon meeting of National Meat Canners Association
12:30 p.m.—Luncheon meeting of N.C.A. Convention Committee
2 p.m.—General session of National Preservers Association
4:30 p.m.—Meeting of N.C.A. Legislative Committee
6:30 p.m.—Dinner for State Secretaries

Friday, January 27

All day—Sales meetings—brokers, buyers, and sellers
10 a.m.—Executive session of N.C.A. Board of Directors
10 a.m.—Technical session of National Preservers Association
2 p.m.—Open session of N.C.A. Board of Directors

Food Congress on Production

January 28-31

(Jointly sponsored by N.C.A. and C.M.&S.A.)

7 p.m.—Young Guard Banquet
. . . . Canning Machinery and Supplies Exhibit

Saturday, January 28

9 a.m.—Meeting of N.C.A. Nominating Committee
9:30 a.m.-6 p.m.—Canning Machinery and Supplies Exhibit
10 a.m.—General Session of N.C.A.
2 p.m.—N.C.A. Canning Problems Conference
2 p.m.—N.C.A. Raw Products Conference
2 p.m.—N.C.A. Fisheries Conference
4 p.m.—Joint N.C.A. Session on Food and Drug hearings
6 p.m.—Dinner meeting of N.C.A. Raw Products Committee
7 p.m.—Annual Dinner Dance under auspices of Canning Machinery & Supplies Association
8 p.m.—N.C.A. Raw Products Smoker

Sunday, January 29

9 a.m.—N.C.A. Raw Products Conference
10 a.m.—Meeting of N.C.A. Research Advisory Committee
1-6 p.m.—Canning Machinery and Supplies Exhibit
2 p.m.—General Session of N.C.A.; installation of officers
7 p.m.—Old Guard Dinner
8:45 p.m.—Entertainment by Sigmund Romberg, sponsored by C.M.&S.A.

Monday, January 30

9 a.m.—Special Corn Meeting, joint sponsorship of N.C.A. and the Corn Canners Service Bureau
9:30 a.m.-6 p.m.—Canning Machinery and Supplies Exhibit
10 a.m.—Miscellaneous N.C.A. Technical Sessions

PERSONNEL

Iowa-Nebraska Canners Assn.

The Iowa-Nebraska Canners Association elected the following officers last week at the association's annual meeting:

President—Keith More, Merrell Canning Co., Harlan, Iowa (reelected); vice president—Fred Wright, Beaver Valley Canning Co., Grimes, Iowa; and secretary-treasurer—Roy Chard, Audobon, Iowa (reelected).

Tri-State Packers Association

The Tri-State Packers Association elected the following officers for 1950 at the association's annual convention this week:

President—W. Earle Wainwright, Edgar R. Hurff Div. of California Packing Corp., Swedesboro, N. J.; vice presidents—Francis S. Silver, The Silver Canning Co., Colora, Md. (reelected), and Samuel E. W. Friel, Jr., S. E. W. Friel, Queenstown, Md.; secretary—Calvin L. Skinner, Easton, Md. (reelected); and treasurer—Frank M. Shook, Easton, Md. (reelected).

Corn Canners Promotion Group

The recently-formed Associated Independent Corn Canners has elected the following officers:

President—John P. Kraemer, Mammoth Spring Canning Co., Sussex, Wis.; vice presidents—G. Bartol Silver, Charles B. Silver & Son, Havre de Grace, Md., and Reynold Peterson, Big Horn Canning Co., Cowley, Wyo.; treasurer—Edward Dunlap, Plymouth Canning Co., Inc., Plymouth, Ind.; and secretary-manager—Byrne Marcellus Company, Chicago.

C. R. Carry Is FAO Advisor

For the second successive year, the Director of the Association's Fishery Products Division, C. R. Carry, is an advisor on the U. S. delegation to the FAO conference. Mr. Carry is one of six advisors on fishery matters. Secretary of Agriculture Charles F. Brannan is the United States delegate.

Irving F. Lyons Honored

Irving F. Lyons of the California Packing Corp., Chairman of the N.C.A. Traffic Committee, has been elected president of the National Industrial Traffic League.

New Association Members

The following firms have been admitted into membership in the Association since October 1, 1949:

W. A. Bingman, Aleknagik, Alaska

Domino Canning Co., Inc., P. O. Box 407, Bradenton, Fla.

Fred M. Drew Company, 850 Walsh Ave., P. O. Box 182, Santa Clara, Calif.

Florida Grapefruit Canning Co., Bradenton, Fla.

Friday Canning Corp., New Richmond, Wis.

Haskins Canning Corp., Lubec, Maine

Vincent Losito & Sons, Toughkenamon, Pa.

PUBLICITY

Canned Soups Highlighted

The December issue of *Woman's Home Companion* features canned soups for quick meals. Miss Evelyn Corwith of the magazine's home service center titles her one-page article "4 Quick Meals with these main-dish soups."

Four recipes using canned soups and other canned products are given and each is attractively illustrated. "You can serve a hearty dinner in a hurry with one of these good soups, fruit and cottage cheese salad, dessert from the bakeshop," is the opening lead to the article.

N.C.A. Listed as Source

The National Canners Association is listed in the November issue of *American Journal of Public Health* as a source for material on family food supplies and vitamins in the field of health instruction. The list of sources accompanies an article entitled "Sources of Supplementary Materials for Health Instruction" by Arthur H. Steinhaus, Ph.D., and Karl E. Fant.

Increased Sugar Quota for '50

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for the 12-month period ended October 31, 1949, consumption amounted to 7,648,000 tons, also exceeding the original estimate for the year established by USDA.

In addition to the 7,648,000 tons consumed in that 12-month period, an allowance of 100,000 tons for population increase and 350,000 tons to improve the stock position is recommended in the brief.

FOREIGN TRADE

FAO Conference Unable so far To Agree on Important Issues

The Food and Agriculture Organization of the United Nations has completed the second week of its Fifth Conference without reaching a definite conclusion on any of the major issues confronting it.

The United States was partially instrumental in postponing approval, by Commission I, of the proposal to create an International Commodity Clearing House. Many of the delegations were heard on the subject, the consensus being that the proposals submitted by the Director-General are not acceptable in their present form.

Among the suggestions were that emphasis be put on technical assistance to underdeveloped countries and on intergovernmental commodity agreements, and that a special working party be set up within the Commission to devise any further solutions.

A draft resolution on FAO's participation in the program of technical assistance to underdeveloped areas of the world, part of the over-all UN program announced in June, was prepared by a panel and was scheduled for presentation to Commission II as a whole and eventually to a plenary session.

Rome was agreed upon by Commission III and the FAO as the site where permanent FAO headquarters will be located, but this action may be reconsidered. FAO has temporary headquarters in Washington, D. C.

The Conference began November 21 and is expected to finish its work by December 3.

Foreign Trade Advisory Group

Formation of a Foreign Trade Policy Advisory Committee, to advise the Department of Agriculture on foreign agricultural trade and policies, was announced November 28 by USDA. Members of the Committee represent in terms of interest all major agricultural commodities produced in the United States, according to the announcement.

Members of the Committee include W. I. Myers, dean of the college of agriculture, Cornell University, and Jesse Tapp, vice president of the Bank of America, San Francisco.

The Committee's organization meeting will be held in Washington January 5-6.

STATISTICS

Canners' Fruit and Vegetable Stocks and Shipments

Reports on canners' stocks and shipments of canned peas, corn, apricots, sweet cherries and peaches have been compiled by the Association's Division of Statistics, and detailed reports on these canned foods have been mailed to all canners packing these items.

Stocks for the canned vegetables are shown in actual cases, and the fruit stocks are converted to 24/2½'s.

November 1 stocks of canned peaches totaled 14,559,058 actual cases as compared with 11,863,039 actual cases a year ago. On the basis of 24/2½'s, November 1 stocks of peaches amounted to 13,731,000 cases as compared with 11,489,000 cases on November 1, 1948. These stock figures include unshipped government purchases. A summary table will be issued when final figures on California cling peach pack are published in January.

Stocks of Canned Peaches November 1, 1949

State	Total (*actual cases*)
Michigan	169,189
Southeast[a]	11,877
Washington & Oregon	555,485
California: Cling[b]	12,663,062
Free	1,124,333
Other states	35,112
U. S. Total	14,559,058

[a] Ga., N. C., S. C., Va., and W. Va. [b] Cling peach stocks include 357,905 cases (314,488 cases basis 24/2½) of unshipped government purchases, consisting of 152,697 cases 24/2½'s and 205,208 cases 6/10's.

Canned Apricot Stocks and Shipments

	1948–49	1949–50
	(*cases—basis 24/2½'s*)	
Carryover, June 1	706,000	1,522,000
Pack	4,767,000	2,375,000
Total supply	5,473,000	3,897,000
Stocks, Nov. 1	3,355,000	1,978,000
Shipments during Oct.	405,000	278,000
Shipments, June 1 to Nov. 1.	2,118,000	1,919,000

Sweet Cherry Supply, Stocks and Shipments

	1948–49	1949–50
	(*cases—basis 24/2½'s*)	
Carryover, June 1	23,000	65,000
Pack	839,000	1,678,000
Total supply	862,000	1,743,000
Stocks, Nov. 1	264,000	860,000
Shipments during Oct.	102,000	192,000
Shipments, June 1 to Nov. 1.	598,000	883,000

Canned Corn Stocks and Shipments

	1948–49	1949–50
	(*actual cases*)	
Carryover Aug. 1	194,469	4,112,712
Pack	34,410,040	33,138,318
Total supply	34,604,509	37,251,030
Stocks, Nov. 1	22,562,955	29,030,227
Shipments, August 1 to November 1	12,041,554	8,220,803

Wholesale Distributor Stocks of Canned Foods

Wholesale distributor stocks of canned foods including those in warehouses of retail food chains, as reported by the Bureau of the Census this week, totaled 51 million cases on November 1, 1949, as compared with 45 million cases on November 1, 1948, and 43 million cases June 1, 1949.

Stocks of Wholesale Distributors (including Warehouses of Retail Food Chains)

Commodity	Total		All sizes smaller than No. 10		Institution sizes, all sizes No. 10 or larger	
	Nov. 1	June 1	Nov. 1	June 1	Nov. 1	June 1
			(*thousands of actual cases*)			
Vegetables:						
Beans, green and wax	3,959	2,427	3,215	1,915	744	512
Corn	7,000	6,862	6,544	6,375	546	487
Peas	6,402	5,438	5,736	5,019	666	419
Tomatoes	5,084	4,038	5,128	3,416	856	622
Asparagus	1,417	760	1,336	699	81	61
Beans, lima	1,363	948	1,229	877	134	71
Beets	1,433	752	1,148	585	285	167
Carrots	396	511	256	321	140	190
Tomato catsup & chili sauce	3,153	2,463	2,737	2,103	416	360
Fruits:						
Apricots	1,064	835	886	657	178	178
Fruit cocktail[1]	2,044	1,725	1,823	1,527	221	198
Peaches	4,939	3,551	4,282	3,046	657	505
Pears	963	619	827	521	136	98
Pineapple	1,513	1,883	1,336	1,678	177	205
Applesauce	740	530	642	434	98	96
Cherries, red pitted	868	311	615	204	253	107
Cherries, sweet	608	247	530	233	78	14
Grapefruit segments	332	596	325	592	7	4
Plums and prunes	432	453	337	354	95	99
Juices:						
Tomato[2]	3,430	2,630	3,255	2,475	175	155
Grapefruit	561	1,612	546	1,562	15	50
Orange	954	1,642	942	1,617	12	25
Citrus blend	446	878	439	868	7	10
Pineapple	776	1,136	751	1,094	25	42

[1] Includes fruit for salad and mixed fruits (except citrus). [2] Includes only vegetable juice combinations containing at least 70 percent tomato juice.

Pack of Canned Peaches by States 1948 and 1949

	1948		1949	
	(*actual cases*)	(*basis 2½'s*)	(*actual cases*)	(*basis 2½'s*)
Michigan	228,849	226,000	287,643	272,214
Southeast[a]	45,506	45,000	26,173	26,165
Washington & Oregon	676,582	656,000	743,457	736,800
California: Cling[b]	15,240,816	14,650,000	17,780,485	16,545,940
Free	1,753,449	1,708,000	1,526,209	1,499,127
Other states	98,464	96,000	77,221	74,725
U. S. Total	18,043,666	17,381,000	20,441,188	19,154,971

[a] Ga., N. C., S. C., Va., and W. Va. [b] California cling peach pack is preliminary.

Canned Pea Supply, Stocks and Shipments

	1948–49	1949–50
	(*actual cases*)	
Carryover, June 1	7,809,928	4,985,141
Pack	24,446,054	24,944,874
Total supply	32,255,982	29,930,015
Stocks, Nov. 1	18,510,062	15,756,726
Shipments during Oct.	2,498,215	2,621,540
Shipments, June 1 to Nov. 1	13,745,920	14,173,289

USDA Food Deliveries

Deliveries of food and agricultural commodities purchased by the U. S. Department of Agriculture during the fiscal year ended June 30 included 31,076,702 pounds of canned fruits and 23,529,084 pounds of canned vegetables, the Production and Marketing Administration reports.

BLS Consumer Price Index

Price indexes for foods and other principal cost-of-living items as of October 15 were reported by the Bureau of Labor Statistics as follows:

BLS Consumer Price Index

(1935–39 = 100)

	Sept. 15 1949	Oct. 15 1949
Fresh meats, poultry and fish	243.6	235.1
Dried fruits and vegetables	230.1	228.5
Eggs	232.6	227.8
Beverages	211.0	213.8
Fresh fruits and vegetables	209.0	202.3
All foods	204.2	200.6
All fruits and vegetables	199.8	194.5
Dairy products	185.3	186.7
Sugar and sweets	176.8	177.5
Cereals and bakery products	169.7	169.1
All cost of living items	169.6	168.5
Canned fruits and vegetables	148.0	147.0
Fats and oils	148.3	144.5

MEETINGS

Campbell Addresses Michigan And Tri-State Conventions

Farmers today are receiving twice as much for farm produce that is processed and sold in canned form as they were 10 years ago, it was stated on two occasions this week by N.C.A. Secretary Carlos Campbell.

In addresses before the annual conventions of the Michigan Canners Association in Grand Rapids, November 28, and the Tri-State Packers Association in Washington, D. C., December 1, Mr. Campbell showed that the housewife's canned food dollar is paid out for both food and special services, with all of the food portion of the dollar going to the farmer.

He cited U. S. government statistics to show that in 1939 the farmer's share of the average "food dollar" spent for canned food at the retail store was only 13.2 cents but that today it is 21 cents. Because more consumer dollars are being spent today than 10 years ago, the net result is a farm income from each ton of canning crops more than twice as large as prewar.

That part of the consumer's food dollar not received by the farmer goes to pay for retail and wholesale services, for rail and truck transport, for the canner's scientific operation of preparing and cooking the food, and the labor payrolls of his factories, for the containers in which the food is held for the housewife, the labels, shipping cases, and a host of other services, Mr. Campbell explained.

"None of the dollar that she pays for these services is for the food in the can or jar, but nevertheless these are services the housewife demands and for which she is willing to pay. All of the money she pays for the food in the can finds its way back to the farmer that produced the food. Thus, the farmer or grower gets all of the food dollar, not a fraction of it, as commonly inferred," Mr. Campbell asserted.

Commercial canning not only distributes the farmer's products to all markets where consumers congregate to buy, but also extends the time during which his crop may be sold to consumers, Mr. Campbell said. Since most fruits and vegetables are highly perishable, he explained, the farmer's opportunity to market his crops in fresh form is limited to only that short period during which the crop is maturing.

Forthcoming Meetings

December 5—Maine Canners Association, Annual Meeting, Falmouth Hotel, Portland.

December 8—Minnesota Canners Association, Annual Convention, St. Paul Hotel, St. Paul.

December 8-9—Association of New York State Canners, Inc., Annual Convention, Hotel Statler, Buffalo.

December 8-9—Georgia Canners Association, Annual Meeting, DeSoto Hotel, Savannah.

December 13-14—Ohio Canners Association, Annual Convention, Deshler-Wallick Hotel, Columbus.

January 22-31—Annual Conventions of National Canners Association, National Food Brokers Association, and Canning Machinery & Supplies Association, Atlantic City, N. J.

January 23-24—Canadian Food Processors Association, Annual Convention, Ritz-Carlton Hotel, Montreal.

January 28-31—National-American Wholesale Grocers Association, Annual Convention, The Ambassador, Atlantic City, N. J.

February 9-10—Ozark Canners Association, 42nd Annual Convention, Colonial Hotel, Springfield, Mo.

March 9-10—Canners League of California, Fruit and Vegetable Sample Cuttings, Fairmont Hotel, San Francisco, Calif.

March 10-11—Utah Canners Association, Annual Convention, Hotel Utah, Salt Lake City.

March 12-14—Northwest Canners Association, Annual Meeting, Multnomah Hotel, Portland, Ore.

March 20-21—Canners League of California, Annual Convention, Biltmore Hotel, Santa Barbara, Calif.

Taylor at Indiana

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has a duty to do his part as a citizen, but he has a selfish interest which should impel him to recognize conditions and put his own house in order if he is to prosper or even survive."

Mr. Taylor declared that "management must bear a large share of the blame" for what he described as the "unsatisfactory state of human relations which by and large exists in industry.

"Management or employer is too often guilty of neglecting the human element in his operation. Too many of us trust to chance for whatever sort of human relations or labor relations develop in our operations.

"The industrial peace which all of us need in our operations to make them profitable or the game worth the candle is to have the confidence, the cooperation, the loyalty, the good will of everyone in the organization. Everyone must be made to feel he is on the team.

"That sort of productive teamwork can be attained if all work willingly and contentedly together toward known goals. That means workers must be informed about the business. They must be taken into the confidence of management. They must be fairly paid, be fairly treated by supervisors who recognize them as human beings with dignity and aspirations and not as parts of the industrial equipment.

"Such a situation cannot be attained by a management which trusts to chance, and which lets nature take its course insofar as its workers and labor relations are concerned. As much or more attention must be given to ascertaining workers' attitudes toward the employer and as much or more care taken to promote the proper attitude as is devoted to caring for the physical assets, the financing, the management of the business.

"To do this every management must take time out to establish a definite personnel policy and set up machinery to put that policy into actual practice. Such a well-defined and well-understood personnel policy is as necessary in a small operation as in a large one.

"This job of deserving and keeping employee loyalty is a prime responsibility of top management. Workers must be convinced of the fairness and forthrightness of management, and management must see that it exists in practice as well as in theory.

"This relationship can be accomplished only by deeds and not by words. Legislation cannot provide it. Neglect of this important human side of business is the great weakness of too many businesses today.

"It has been proven in so many cases that good, sound, honest personnel administration accomplishes results and pays dividends that many more managements should see the wisdom of providing it.

"It is not possible to attain perfection in this field any more than in any other field of human endeavor. However, it is possible to attain a high level of industrial peace if intelligent planning and honest effort are brought into play. By the same token, the risks of great loss and serious trouble are almost certain to follow a neglect of the human equation in any business, big or little.

"In the light of the present carefully planned efforts of the enemies of private enterprise to promote discord, no one in these times can afford to delay setting up a soundly-designed personnel policy and program based on equity and fair dealing. It is even more important to provide adequate machinery for keeping it in operation. Not only will such concern for the fair treatment and welfare of workers pay dividends in productivity and peace, but it will return to management great satisfaction and comfort as well as material reward.

"It is a phase of his business which no canner can afford to neglect."

Copies of a press release highlighting these remarks by Mr. Taylor were prepared and distributed by N.C.A. to 81 dailies, 93 weeklies and bi-weeklies, 34 trade papers, and the national newspaper wire services, and copies were made available to the working press covering the Indiana meeting.

Minnesota Short Course

The third annual Canners' and Fieldmen's Short Course sponsored jointly by the University of Minnesota and the Minnesota Canners Association will be held on February 16-17 at Hotel Radisson, Minneapolis, it is announced by Edwin W. Elmer, secretary-treasurer.

Northwest Canners Association

The Northwest Canners Association will hold its 1950 annual meeting on March 12-14, instead of March 15-17, as originally scheduled, because additional hotel facilities will be available on the earlier date, according to an announcement by C. R. Tulley, executive vice president. The meeting will be held at the Multnomah Hotel in Portland, Ore.

Ozark Canners Association

The Ozark Canners Association will hold its 42nd annual convention February 9-10, 1950, at the Colonial Hotel in Springfield, Mo., it is announced by F. R. Spurgin, secretary-treasurer.

Secretary Charles Sawyer

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ciation movement. Several of Mr. Sawyer's comments are quoted:

". . . The individual businessman needs an organization through which he can talk with other businessmen in his field and from which he can receive information that will keep him constantly informed of business trends and technical developments . . ."

"The contribution of trade associations in time of war was highly important; but it must be remembered that these organizations are equally active and vital to our economy in time of peace . . ."

". . . Trade associations provide one of the best means of encouraging close consultation and joint action of business and government. I know that the dramatic results that have been achieved in war and peace through this cooperation are only the beginning . . ."

Mr. Sawyer is a strong advocate of government-industry cooperation. Under his direction, an on-the-spot fact-finding study of economic conditions throughout the country was begun by the Commerce Department in June. Some of the views of businessmen, public officials and labor leaders already have been transmitted to the President (see INFORMATION LETTER of September 3, page 291).

Only this week, in addressing the National Press Club in Washington, D. C., Secretary Sawyer emphasized that he found unanimous sentiment among businessmen favoring repeal of wartime excise taxes, and he hinted that he may recommend to President Truman that they be repealed or greatly reduced.

Mr. Sawyer was appointed Secretary of Commerce by President Truman and took office May 6, 1948. His business career had been in law, and as a member of a prominent Cincinnati law firm he had represented many labor and business clients. He became connected with many business enterprises, as a director and in other capacities.

Born in Cincinnati in 1887, Mr. Sawyer was educated in the public schools there and completed the four-year course at Oberlin College in three years, receiving his bachelor's degree in 1908.

In 1911, at the age of 24, he was elected to the city council of Cincinnati, at that time the youngest man ever so chosen. He continued to be active in politics. He was elected Lieutenant Governor of Ohio in 1932 and won the Democratic nomination for Governor in 1938, losing to John W. Bricker.

Mr. Sawyer was commissioned a captain of infantry in 1917, served with the AEF, and was honorably discharged in 1918 with the rank of major.

President Roosevelt appointed him Ambassador to Belgium and Minister to Luxembourg in 1944.

The session at which Secretary Sawyer will speak will stress merchandising and distribution problems. He will be preceded by Franklin J. Lunding of the Jewel Tea Company and another merchandising speaker.

DEATH

W. E. Nicholoy

W. E. Nicholoy, who was well known to the industry as a canner, broker and machinery supplyman, died November 30 at his home in Columbus, Ohio.

He was associated with the canning industry first as a canner, with the Edgett-Burnham Co., then with W. C. Pressing Canning Co., and later with S. E. Comstock & Co.

As a broker, he worked for the Meinrath Brokerage Co. in Kansas City. In 1928 he joined the staff of the Scott Viner Company, machinery manufacturers, and was employed by that firm at the time of his death.

Mr. Nicholoy had served as executive secretary of the Wisconsin Canners Association and, in 1938-39, as president of the Canning Machinery & Supplies Association. Next year he would have become a Diamond member of the Old Guard Society.

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